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news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

For further editorial information contact
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone (904) 878-6185

FOR RELEASE:

IMMEDIATELY

JANUARY 1984 BILLINGS FOR METAL TREATING INDUSTRY RISE 13.4% OVER DECEMBER 1983 TOTAL

January's sales figures show commercial heat treaters surpassed January 1983's performance by 41%.

For the industry as a whole, January's sales amounted to \$33.3 million as compared to \$23.5 million for the same month in 1983.

All eight MTI districts recorded increases over January 1983 sales totals.

A summary of percentage change by geographic regions follows:

	<u>District</u>	<u>Jan.. 84 vs.</u> <u>Jan. 83</u>	<u>Total 1984</u> <u>vs. 1983</u>
1	New England (MA-RI-CT)	14.0	14.0
2	Middle Atlantic (NY-NJ-E.PA-QUE)	36.6	36.6
3	South Central (W.PA-OH-IN-KY)	45.6	45.6
4	Michigan	90.5	90.5
5	Southeast (VA-NC-SC-GA-AL-TN)	62.5	62.5
6	North Central (IL-WI-MN-MO-IA)	49.6	49.6
7	Pacific Coast (CA-OR-WA-B.C.)	17.5	17.5
8	Southwest (TX-OK-AR-CO-AZ-IA)	7.7	7.7

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1984

BILLINGS FOR MONTH

	Total Members ¹	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	275	23531.1	33259.8	41.3	100.0	100.0
Dist. 1	16	1543.2	1759.0	14.0	6.6	5.3
Dist. 2	41	3785.7	5170.1	36.6	16.1	15.5
Dist. 3	53	3662.8	5334.8	45.6	15.6	16.0
Dist. 4	28	3077.0	5863.0	90.5	13.1	17.6
Dist. 5	21	925.2	1503.4	62.5	3.9	4.5
Dist. 6	41	4580.3	6853.7	49.6	19.5	20.6
Dist. 7	35	3656.2	4297.5	17.5	15.5	12.9
Dist. 8	30	2300.7	2478.3	7.7	9.8	7.5
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	23531.1	33259.8	41.3	100.0	100.0
Dist. 1	1543.2	1759.0	14.0	6.6	5.3
Dist. 2	3785.7	5170.1	36.6	16.1	15.5
Dist. 3	3662.8	5334.8	45.6	15.6	16.0
Dist. 4	3077.0	5863.0	90.5	13.1	17.6
Dist. 5	925.2	1503.4	62.5	3.9	4.5
Dist. 6	4580.3	6853.7	49.6	19.5	20.6
Dist. 7	3656.2	4297.5	17.5	15.5	12.9
Dist. 8	2300.7	2478.3	7.7	9.8	7.5

¹ Total MTI membership including firms that do not participate in monthly analysis.

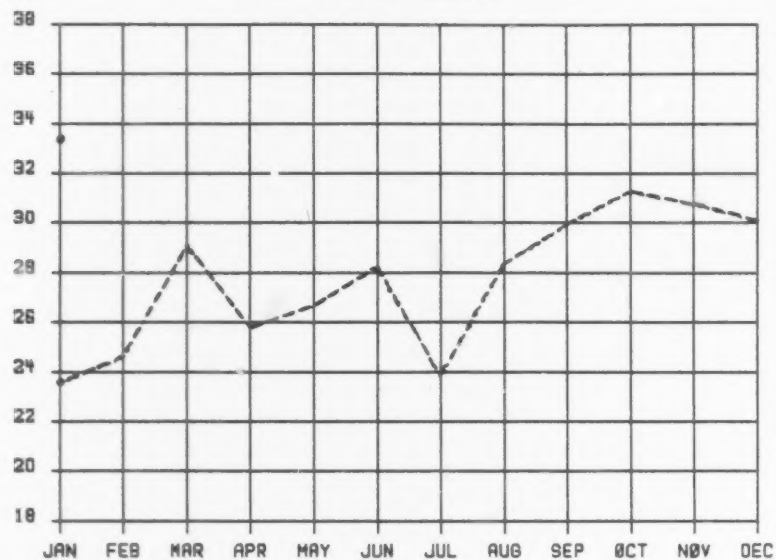
MILLIONS

NATIONAL BILLINGS

1983 - - - -

1984 ————

Note: January sales total is represented on the graphs as a point on the leftmost vertical (January) line.

Gain or Loss

Monthly

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

41.3

% Change

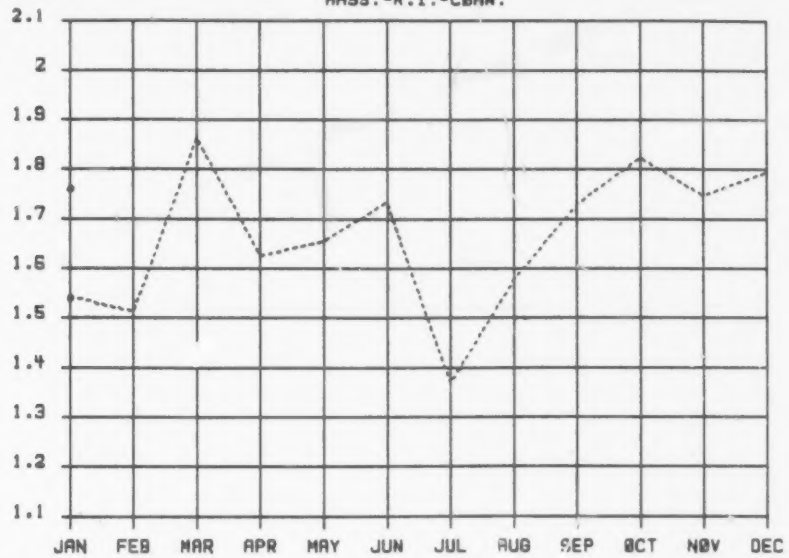
Cumulative

41.3

MILLIONS

DISTRICT 1
MASS.-R.I.-CONN.

1983 - - - -
1984 - - - -



JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

Gain or Loss

Monthly

14.0

% Change

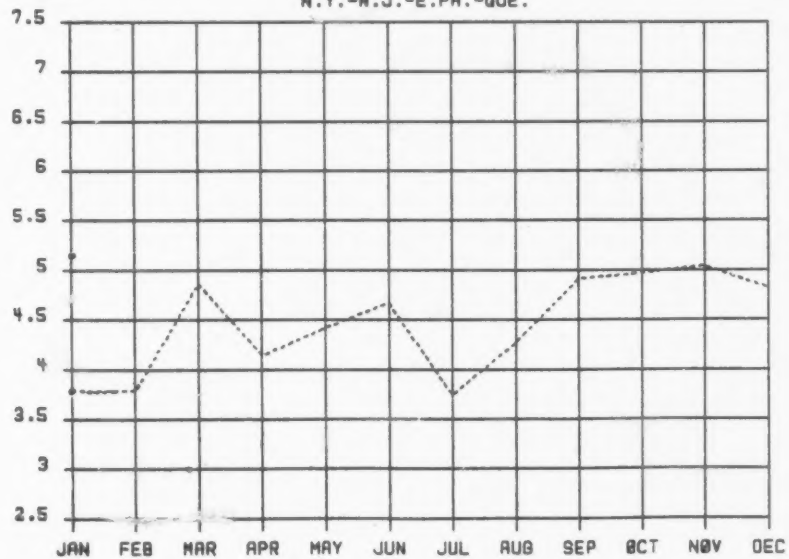
Cumulative

14.0

MILLIONS

DISTRICT 2
N.Y.-N.J.-E.PR.-QUE.

1983 - - - -
1984 - - - -



JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

Gain or Loss

Monthly

36.6

% Change

Cumulative

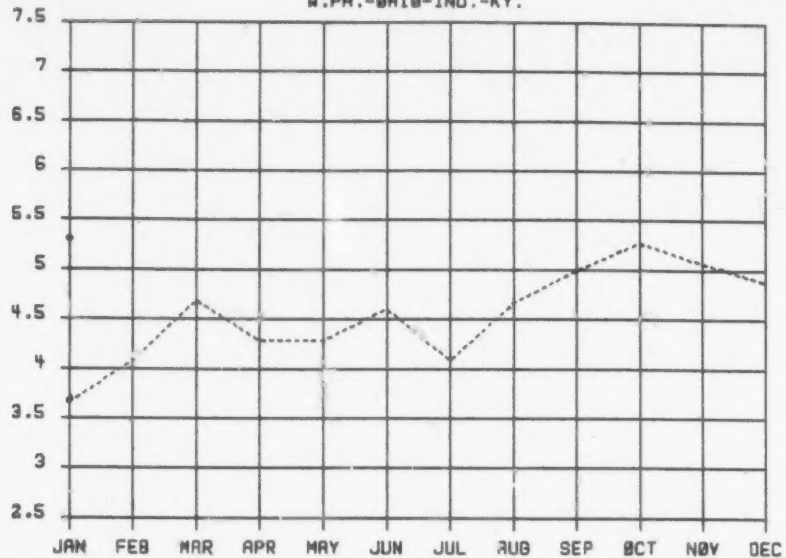
36.6

MILLIONS

DISTRICT 3
W.PR.-OHIO-IND.-KY.

1983 - - - -

1984 - - - -



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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Gain or Loss

Monthly

45.6

% Change

Cumulative

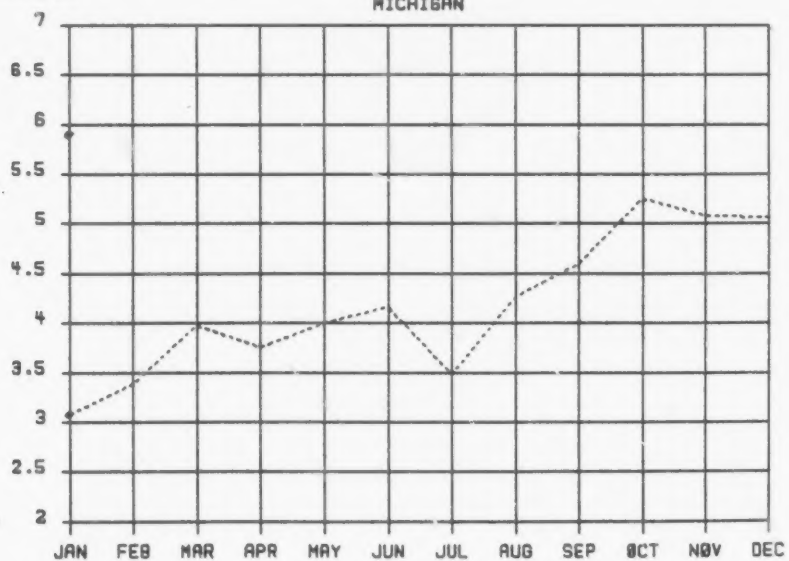
45.6

MILLIONS

DISTRICT 4
MICHIGAN

1983 - - - -

1984 - - - -



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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Gain or Loss

Monthly

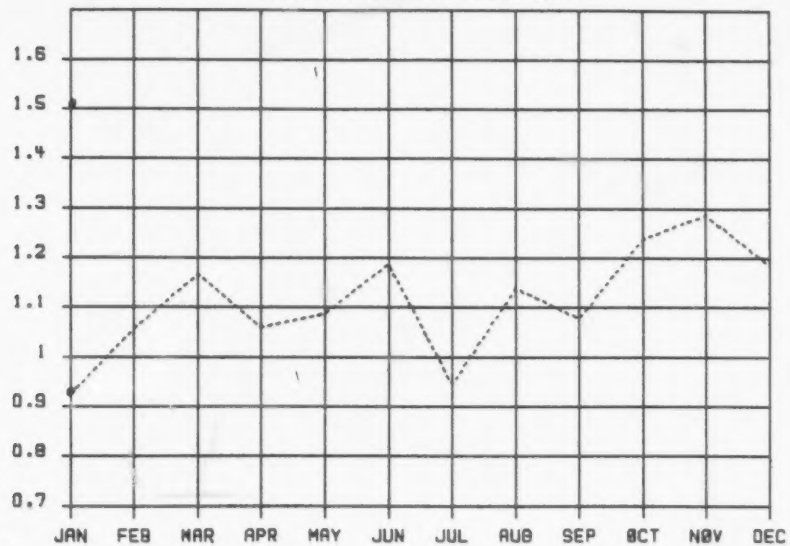
90.5

% Change

Cumulative

90.5

MILLIONS

DISTRICT 5
N.C.-S.C.-GA.-ALA.-TENN.-VA.1983 - - - -
1984 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	62.5											
% Change	62.5											

Gain or Loss

Monthly

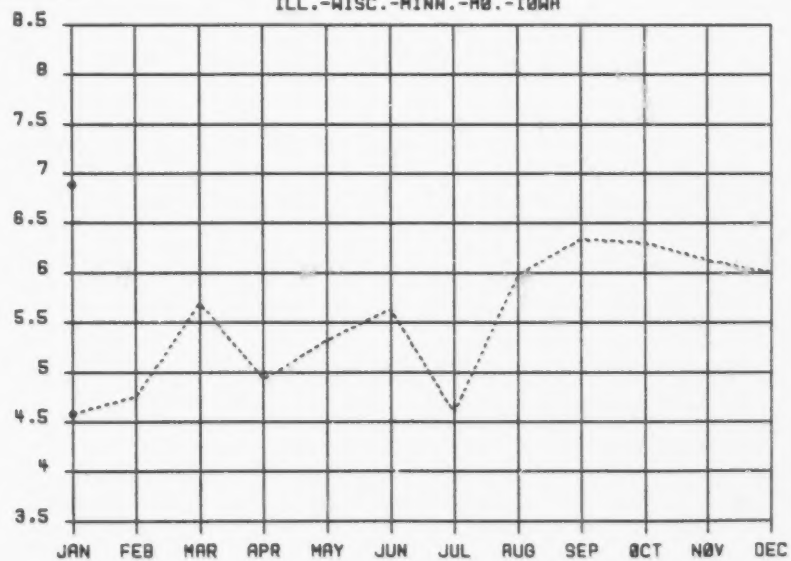
62.5

% Change

Cumulative

62.5

MILLIONS

DISTRICT 6
ILL.-WISC.-MINN.-MO.-IOWA1983 - - - -
1984 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	49.6											
% Change	49.6											

Gain or Loss

Monthly

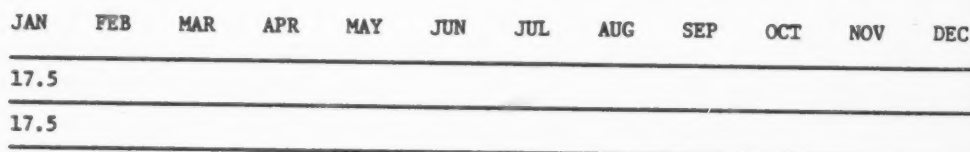
49.6

% Change

Cumulative

49.6

DISTRICT 7
CA.-ORE.-WASH.-B.C.



DISTRICT 8
TEX.-OKLA.-ARK.-COLO.-ARIZ.

